

Message Text

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PAGE 01 SEOUL 02533 232323 Z

73

ACTION COME-00

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FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 7458

C O N F I D E N T I A L SEOUL 2533

E. O. 11652: ADS, DECLAS 5/1/74

TAGS: BEXP, ETRD, EGEN, KS

SUBJECT: TIMING AND AGENDA FOR FIFTH US- KOREAN COMMERCE MEETING

REF: A. STATE 067410; B. SEOUL A-65

FOR COMMERCE

1. MCI HAS TOLD US INFORMALLY THAT IT WOULD LIKE MINISTERS TO DISCUSS PROBLEM OF INVESTMENT PROMOTION AS RELATED TO PROPOSED U. S. TRADE CENTER, INCREASED IMPORTS OF US EQUIPMENT, AND GENERALIZED PREFERENCES (WITH SPECIAL REFERENCE TO KOREA). MCI IS ALSO CONSIDERING RAISING POSSIBILITY OF US ASSISTANCE IN ESTABLISHING AN INTERNATIONAL TRADE SCHOOL IN KOREA TO TRAIN BUSINESSMEN AND OFFICIALS, INCLUDING ENGLISH LANGUAGE TRAINING.
2. TENOR OF PRESENTATION INDICATED THAT MCI WISHES TO SHOW KOREAN WILLINGNESS TO IMPORT MORE FROM THE UNITED STATES, PRINCIPALLY TO WARD OFF US PROTECTIONIST SENTIMENT. AT SAME TIME MCI VIEWS US TRADE CENTER AS TRADE AND INVESTMENT CENTER AND PLACES GREAT VALUE ON TARIFF PREFERENCES FOR LDC' S (READ KOREA). WE FEEL IDEA OF INTERNATIONAL TRADE SCHOOL IS NON- STARTER AND SHOULD BE DISCOURAGED AS AGENDA ITEM.
3. IN VIEW OF ABOVE CIRCUMSTANCES, AGENDA CAN BE LIMITED

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PAGE 02 SEOUL 02533 232323 Z

TO FOLLOWING SUBJECTS UNDER WHICH EACH SIDE COULD RAISE APPROPRIATE TOPICS FOR DISCUSSION. ALSO, SUGGEST FOR TACTICAL REASONS WE RETAIN KOREAN INSPIRED WORDING FOR SUBJECTS.

A. PROBLEMS IN INVESTMENT PROMOTION...

MCI WOULD RAISE STATUS OF U. S. TRADE CENTER, WHILE US SIDE MAY MAKE APPROPRIATE RESPONSE. WE SHOULD ALSO POINT OUT THAT INVESTMENT PROMOTION ALSO INCLUDES ASSISTANCE IN SMOOTH OPERATIONS OF INVESTMENTS ALREADY IN COUNTRY.

B. INCREASED IMPORTS OF US GOODS...

MCI WOULD TELL HOW MUCH IT IS DOING, AND WE CAN RAISE PROBLEMS SUCH AS IMPORT RESTRICTIONS AND COPYRIGHT PROTECTION WHICH, IF SOLVED, WOULD FACILITATE GREATER TRADE.

C. KOREAN VIEWS OF TRADE NEGOTIATIONS...

THIS WOULD PERMIT MCI TO RAISE GENERALIZED PREFERENCES FOR LDC'S.

4. AS FAR AS EMBASSY IS CONCERNED, JULY 2 TO 3 WOULD BE ACCEPTABLE AND, AS FAR AS WE KNOW, ALTHOUGH WE HAVE NOT DISCUSSED IT AT ALL WITH MCI, ALSO ACCEPTABLE TO KOREANS.
UNDERHILL

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NMAFVVZCZ

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*** Current Classification *** CONFIDENTIAL

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